G E N E R A L

These statistics are compiled from quarterly reports of seventy-eight Class I and Class II motor carriers of property. Fifty-three other reporting carriers have not been included since they are not engaged in hauling under categories presented in these statistics or have limited Washington operations.

Although these statistics are not considered to be conclusive for rate making purposes, they should prove of value in determining trends and conditions in the motor freight industry and reflect operations generally in the pacific northwest and in the State of Washington.

The carriers have been classified in the various categories on the basis of the predominant activity in which they are engaged and the predominant territory in which they serve.

Q U A L I F I C A T I O N S

1. These statistics have been prepared from quarterly reports which have not been subject to field examination.
2. For carriers having "affiliated organizations" the statistics are for the "operating company" only. No adjustments for inter-company transactions or consolidations have been made.
3. Totals in the "Percentage of Revenue" columns may not add due to rounding.

COMMENT

1. Groups showing improvement in their operating ratios for the twelve months ended December 31, 1986 over the twelve months ended December 31, 1985, are as follows:

Scheduled Line Haul General Freight Carriers
Local and Statewide
Scheduled Line Haul General Freight Carriers
Large Interstate
Non-Scheduled General Freight Carriers
Bulk Commodity Carriers
Heavy Machinery, Building Materials and Forest Products Carriers

2. Groups showing a worsening position in their operating ratios are as follows:

Greater Puget Sound Area Carriers
Household Goods Carriers
Local and Statewide
Household Goods Carriers
Large Interstate
Agricultural and Allied Products Carriers
Refrigerated Products Carriers

58450-3-UA

QUARTERLY STATISTICS

OF

CLASS I AND CLASS II MOTOR CARRIERS OF PROPERTY

(EXCLUSIVE OF 53 REPORTING CARRIERS)

FOR THE FOURTH QUARTER AND TWELVE MONTHS

ENDED DECEMBER 31, 1986 and 1985

PREPARED BY THE REVENUE REQUIREMENTS SECTION
WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION

MARCH 1987

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SCHEDULE LINE-HAUL GENERAL FREIGHT CARRIERS

LOCAL AND STATEWIDE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1956
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS - LOCAL AND STATEWIDE
7 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE	
						THIS YEAR	LAST YEAR
WALLACE-COLVILLE MOTOR FREIGHT, INC.	550	EASTERN WASHINGTON-IDAHO	$ 678,235	$ 501,173	$ 177,062	73.9	102.8
JAN MAYOH FREIGHT LINES, INC.	5714	OLYMPIC PENINSULA	10,743,927	9,951,824	812,098	92.4	94.1
AVERAGE FOR THE GROUP						95.1	98.0
PENINSULA TRUCK LINES, INC.	1971	OLYMPIC PENINSULA	6,487,458	6,234,510	253,528	96.1	98.8
HIGHLAND EXPRESS COMPANY	25	EVERETT-WESTERN WASHINGTON	1,885,397	1,829,597	55,800	97.0	98.2
COLUMBIA RIVER TRUCKING CO., INC.	2855	WASHINGTON-OREGON	1,178,447	1,149,072	29,375	97.5	102.4
ACME-EVERGREEN FREIGHT LINES	4998	SEATTLE/TACOMA-STATEWIDE	5,811,571	5,734,750	76,821	98.6	99.5
SOUTHWEST DELIVERY COMPANY, INC.	4182	VANCOUVER-PORTLAND	5,722,180	5,555,450	86,730	98.5	99.8
TOTAL FOR THE GROUP			$50,517,595	$29,028,581	$1,491,214		

REVENUES, EXPENSES AND STATISTICS
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS
LOCAL AND STATEWIDE
7 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	NONSCHEDULED MOTOR CARRIER OPERATING INCOME										
	REVENUES										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	7,585,058	94.98	8,953,407	94.71	5.14	29,273,756	95.92	29,549,342	95.72	(0.93)
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-		-	-	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	372,209	4.78	442,504	4.67	8.64	1,114,918	3.65	1,162,787	3.77	(4.12)
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	25,930	0.33	45,673	0.62	(43.23)	129,021	0.42	159,473	0.52	(19.09)
6.	TOTAL NONHOUSEHOLD GOODS CARRIER OPERATING REVENUE	7,781,287	100.00	7,541,584	104.00	5.44	30,517,595	100.00	30,871,582	100.00	(1.15)
	EXPENSES										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	644,714	8.29	579,723	7.90		2,350,629	7.70	2,294,721	7.43	
8.	SALARIES AND WAGES	2,536,956	32.22	2,486,913	33.97		9,787,447	32.07	10,591,408	33.66	
9.	MISCELLANEOUS PAID TIME OFF	309,722	3.98	311,548	4.24		437,243	3.07	983,625	3.19	
10.	OTHER FRINGES	1,060,109	13.62	937,940	12.78		4,076,815	13.36	4,218,910	13.67	
11.	OPERATING SUPPLIES AND EXPENSES	638,540	8.18	839,074	11.43		2,592,588	9.50	3,466,645	11.23	
12.	GENERAL SUPPLIES AND EXPENSES	397,921	5.11	310,708	4.23		1,305,961	4.27	1,322,440	4.28	
13.	OPERATING TAXES AND LICENSES	354,654	4.56	364,104	4.96		1,393,784	4.57	1,287,102	4.17	
14.	INSURANCE	231,533	2.99	255,231	3.45		983,659	3.23	807,129	2.61	
15.	COMMUNICATIONS AND UTILITIES	109,574	1.41	102,582	1.40		437,184	1.43	422,936	1.37	
16.	DEPRECIATION AND AMORTIZATION	285,925	3.67	209,869	2.84		1,152,144	3.71	952,104	3.08	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	806,153	10.36	774,045	10.49		3,075,531	10.08	3,055,252	9.90	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	185,440	2.38	176,605	2.41		693,766	2.27	779,040	2.52	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	9,745	0.13	(4,245)	(0.06)		(12,985)	(0.04)	(26,625)	(0.09)	
20.	MISCELLANEOUS EXPENSES	101,662	1.31	102,179	1.39		272,365	0.89	284,472	0.92	
21.	TOTAL NONHOUSEHOLD GOODS CARRIER OPERATING EXPENSES	7,660,676	98.19	7,504,071	102.21	1.62	29,023,381	95.11	30,240,209	97.95	(4.01)
22.	NET NONHOUSEHOLD GOODS CARRIER OPERATING INCOME	140,571	1.81	(162,487)	(2.21)		1,491,214	4.89	631,373	2.05	136.19
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	140,571	1.81	(162,487)	(2.21)		1,491,214	4.89	631,373	2.05	136.19
25.	NET OTHER INCOME (DEDUCTIONS)	(848)	(0.01)	21,964	0.30		195,844	0.64	152,498	0.49	
26.	ORDINARY INCOME BEFORE INCOME TAXES	140,075	1.80	(140,523)	(1.91)		1,687,059	5.53	783,871	2.54	115.22
27.	INCOME TAXES ON ORDINARY INCOME	115,199	1.48	(52,384)	(0.71)		635,693	2.08	199,455	0.65	
28.	ORDINARY INCOME	24,876	0.32	(88,139)	(1.20)		1,051,365	3.45	584,416	1.89	79.90
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
30.	NET INCOME (OR LOSS)	24,876	0.32	(88,139)	(1.20)		1,051,365	3.45	584,416	1.89	79.90
31.	OPERATING RATIO (LINE 21 / LINE 6)	98.19		102.21			95.11		97.95		

SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS

LARGE INTERSTATE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1955
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS - LARGE INTERSTATE
5 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE LAST YEAR
ATL. EXP.	858	PACIFIC NORTHWEST-ALASKA	$ 12,121,235	$ 10,798,343	$ 1,552,892	89.0	85.3
CONSOLIDATED FREIGHTWAYS CORP. OF DELAWARE	6	NATIONWIDE	1,407,524,038	1,296,135,059	111,223,994	92.4	92.9
PACIFIC FREIGHT SYSTEM, INC.	1450	PACIFIC COAST	170,995,142	160,917,998	10,487,134	95.9	94.5
AVERAGE FOR THE GROUP						94.0	95.4
SILVER EAGLE COMPANY	174	WASHINGTON-OREGON	23,033,088	24,412,920	620,168	97.5	99.1
AIR FREIGHT SYSTEM, INC.	15190	WESTERN & ROCKY MOUNTAIN STATES	547,459,527	547,206,752	252,795	99.9	103.5
TOTAL FOR THE GROUP			$2,072,807,800	$1,949,931,092	$123,476,708		

REVENUES, EXPENSES AND STATISTICS
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS
LARGE INTERSTATE
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1986

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	DOMESTICATED GOODS CARRIER OPERATING INCOME										
	REVENUES										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	469,507,780	90.10	451,482,722	92.45	3.99	1,686,284,573	91.08	1,790,570,121	93.73	5.36
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	50,917,527	9.77	34,271,915	7.05	48.57	164,253,691	8.89	117,955,176	6.18	56.21
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	85,552	0.01	53,701	0.01	22.37	283,500	0.01	283,705	0.01	0.92
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	587,058	0.11	419,145	0.09	40.06	2,003,739	0.10	1,560,210	0.08	28.43
9.	TOTAL DOMESTICATED GOODS CARRIER OPERATING REVENUE	521,077,917	100.00	486,227,483	100.00	7.17	2,072,527,963	100.00	1,910,132,214	100.00	8.52
	EXPENSES										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	54,228,117	10.41	51,448,698	10.59		213,593,531	10.38	195,797,362	10.25	
8.	SALARIES AND WAGES	176,569,913	33.89	165,389,614	34.01		698,147,040	33.59	655,021,047	34.19	
9.	MISCELLANEOUS PAID TIME OFF	19,013,945	3.76	20,499,483	4.22		84,019,518	8.05	81,961,439	4.26	
10.	OTHER FRINGES	70,119,574	14.61	65,889,235	13.55		289,185,914	13.95	262,856,649	13.76	
11.	OPERATING SUPPLIES AND EXPENSES	48,504,790	8.54	53,863,099	11.08		182,585,279	8.81	200,309,103	10.49	
12.	GENERAL SUPPLIES AND EXPENSES	24,987,855	4.80	21,911,019	4.51		88,520,813	4.27	78,860,633	4.13	
13.	OPERATING TAXES AND LICENSES	17,742,008	3.40	17,021,284	3.50		64,425,988	3.57	66,561,151	3.48	
14.	INSURANCE	10,022,307	1.97	6,591,992	1.36		63,067,713	2.90	44,702,987	2.34	
15.	COMMUNICATIONS AND UTILITIES	7,065,094	1.36	6,866,954	1.41		29,877,693	1.39	27,109,043	1.42	
16.	DEPRECIATION AND AMORTIZATION	20,659,758	3.96	20,125,784	4.14		85,088,879	4.01	83,033,696	4.35	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	30,343,676	5.82	22,305,844	4.59		109,128,184	5.22	98,129,104	4.72	
18.	UTILITY AND OFFICE EQUIPMENT RENTS	4,954,151	0.95	5,309,959	1.09		20,244,341	0.98	20,524,222	1.06	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	105,890	0.03	(657,260)	(0.15)		(140,593)	(0.01)	(1,120,902)	(0.06)	
20.	MISCELLANEOUS EXPENSES	2,311,879	0.44	3,863,781	0.79		18,899,025	0.91	19,008,925	1.00	
21.	TOTAL DOMESTICATED GOODS CARRIER OPERATING EXPENSES	495,273,737	95.05	460,449,961	94.70	7.56	1,948,931,092	94.02	1,822,056,630	95.39	6.96
22.	NET DOMESTICATED GOODS CARRIER OPERATING INCOME	25,804,180	4.95	25,778,022	5.30	0.10	123,596,766	5.98	88,077,584	4.61	40.35
24.	DOMESTICATED GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
28.	NET CARRIER OPERATING INCOME	25,804,180	4.95	25,778,022	5.30	0.10	123,596,766	5.98	88,077,584	4.61	40.35
25.	NET OTHER INCOME (DEDUCTIONS)	(1,710,509)	(0.33)	(3,219,871)	(0.66)		(4,109,681)	(0.08)	(13,888,960)	(0.73)	
29.	ORDINARY INCOME BEFORE INCOME TAXES	24,093,671	4.62	22,558,951	4.64	6.80	119,786,087	5.54	74,188,624	3.88	58.70
27.	INCOME TAXES ON ORDINARY INCOME	13,259,908	2.54	8,411,551	1.73		50,028,953	2.41	24,995,210	1.31	
26.	ORDINARY INCOME	10,833,763	2.08	14,147,400	2.91	(23.42)	69,759,134	3.12	49,193,414	2.58	31.80
69.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
30.	NET INCOME (OR LOSS)	10,833,763	2.08	14,147,400	2.91	(23.42)	69,759,134	3.12	49,193,414	2.58	31.80
31.	OPERATING RATIO (LINE 21 / LINE 6)	95.05		94.70			94.02		95.39		

SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS

LOCAL, STATEWIDE AND LARGE INTERSTATE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1980
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS - LOCAL, STATEWIDE & LARGE INTERSTATE
12 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE LAST YEAR
WALLACE-COLVILLE MOTOR FREIGHT, INC.	550	EASTERN WASHINGTON-IDAHO	$ 678,235	$ 501,173	$ 177,062	73.9	102.8
LTL, INC.	650	PACIFIC NORTHWEST-ALASKA	12,121,245	10,738,393	1,382,852	89.0	85.3
CONSOLIDATED FREIGHTWAYS CORP. OF DELAWARE	0	NATIONWIDE	1,467,529,058	1,356,105,059	111,223,999	92.4	92.9
THE MASON FREIGHT LINES, INC.	5714	OLYMPIC PENINSULA	10,743,927	9,931,829	812,098	92.4	94.1
VIKING FREIGHT SYSTEM, INC.	1430	PACIFIC COAST	170,665,142	160,417,988	10,467,154	93.9	94.5
AVERAGE FOR THE GROUP						98.0	95.0
PENINSULA TRUCK LINES, INC.	1971	OLYMPIC PENINSULA	8,497,838	8,244,510	253,328	96.1	98.8
MARLOW TRANSFER COMPANY	25	EVERETT-WESTERN WASHINGTON	1,885,397	1,829,547	55,900	97.0	98.2
SILVER EAGLE COMPANY	170	WASHINGTON-OREGON	25,033,088	24,412,920	620,168	97.5	99.1
COLUMBIA RIVER TRUCKING CO., INC.	2855	WASHINGTON-OREGON	1,178,497	1,139,072	39,375	97.5	102.4
ACME-EVERGREEN FREIGHT LINES	0098	SEATTLE/TACOMA-STATEWIDE	5,511,571	5,756,750	754,821	98.0	99.5
SPOTNAERT DELIVERY COMPANY, INC.	0102	VANCOUVER-PORTLAND	5,722,180	5,635,450	86,730	98.5	99.8
A&M FREIGHT SYSTEM, INC.	15190	WESTERN & ROCKY MOUNTAIN STATES	297,439,327	297,206,732	232,595	99.9	103.5
TOTAL FOR THE GROUP			$2,103,325,455	$1,977,957,473	$125,367,982		

REVENUES, EXPENSES AND STATISTICS
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS
LOCAL, STATEWIDE AND LARGE INTERSTATE
12 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	HOUSEHOLD GOODS CARRIER OPERATING INCOME										
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	470,890,848	90.17	458,436,124	92.88	4.03	1,915,955,326	91.07	1,819,919,465	93.78	5.26
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	50,917,527	9.65	34,271,915	6.93	48.57	184,255,891	8.76	117,958,170	6.08	56.21
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	437,801	0.08	596,205	0.09	10.50	1,575,578	0.07	1,606,472	0.07	(2.21)
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	612,988	0.12	464,818	0.09	31.88	2,132,763	0.10	1,719,883	0.09	24.02
6.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	526,859,168	100.00	493,569,067	100.00	7.15	2,105,925,455	100.00	1,981,003,796	100.00	8.36
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	54,872,851	10.38	52,628,413	10.58		221,781,159	10.54	198,092,083	10.21	
8.	SALARIES AND WAGES	179,078,869	33.86	167,876,527	34.01		708,438,887	33.56	603,412,507	34.18	
9.	MISCELLANEOUS PAID TIME OFF	19,923,667	3.77	20,810,807	4.22		84,958,765	4.08	82,446,084	4.25	
10.	OTHER FRINGES	77,179,483	14.59	66,827,178	13.54		293,280,730	13.94	267,075,559	13.76	
11.	OPERATING SUPPLIES AND EXPENSES	45,146,530	8.54	54,702,173	11.08		183,178,182	8.70	203,775,815	10.50	
12.	GENERAL SUPPLIES AND EXPENSES	25,585,776	4.80	22,221,727	4.50		69,824,774	6.27	80,185,075	4.13	
13.	OPERATING TAXES AND LICENSES	18,096,642	3.42	17,385,388	3.52		71,319,773	3.39	67,848,255	3.50	
14.	INSURANCE	16,253,440	3.07	6,845,223	1.39		61,055,364	2.90	45,510,116	2.34	
15.	COMMUNICATIONS AND UTILITIES	7,174,668	1.36	6,969,536	1.41		29,314,958	1.39	27,532,029	1.42	
16.	DEPRECIATION AND AMORTIZATION	20,945,683	3.96	20,595,653	4.15		84,213,523	4.00	83,985,808	4.33	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	31,149,829	5.89	23,079,889	4.68		111,201,961	5.29	93,184,369	4.80	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	5,119,571	0.97	5,486,564	1.11		20,945,307	1.00	21,103,512	1.09	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	175,683	0.03	(641,505)	(0.13)		(159,389)	(0.01)	(1,147,527)	(0.06)	
20.	MISCELLANEOUS EXPENSES	2,415,541	0.46	3,465,959	0.70		19,171,391	0.91	19,295,547	0.99	
21.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	502,914,813	95.49	467,953,532	94.81	7.47	1,977,957,673	93.89	1,852,298,839	95.43	6.78
22.	NET HOUSEHOLD GOODS CARRIER OPERATING INCOME	25,944,751	4.91	25,615,535	5.19	1.29	125,367,982	5.96	88,708,957	4.57	41.33
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	25,944,751	4.91	25,615,535	5.19	1.29	125,367,982	5.96	88,708,957	4.57	41.33
25.	NET OTHER INCOME (DEDUCTIONS)	(1,711,005)	(0.32)	(3,197,107)	(0.65)		(9,912,837)	(0.82)	(15,736,462)	(0.71)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	24,233,746	4.58	22,418,428	4.54	8.10	116,455,145	5.58	72,972,495	3.86	55.33
27.	INCOME TAXES ON ORDINARY INCOME	13,375,107	2.53	8,359,167	1.69		50,664,646	2.41	25,198,665	1.30	
28.	ORDINARY INCOME	10,858,639	2.05	14,059,261	2.85	(22.76)	65,790,499	3.13	49,777,830	2.56	32.17
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
30.	NET INCOME (OR LOSS)	10,858,639	2.05	14,059,261	2.85	(22.76)	65,790,499	3.13	49,777,830	2.56	32.17
31.	OPERATING RATIO (LINE 21 / LINE 6)	95.09		94.81			93.89		95.43		

NON-SCHEDULED GENERAL FREIGHT CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1958
NON-SCHEDULED GENERAL FREIGHT CARRIERS
7 CARRIERS INCLUDED

NAME OF CARRIER	MC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
SHARP & MULLEN SERVICE, INC.	1026	E. WASHINGTON-PACIFIC N.W.-BRITISH COLUMBIA	$ 7,150,425	$ 6,522,745	$ 654,080	90.9	97.3
EAGLE HAULING SERVICE, INC.	986	YAKIMA-EASTERN WASHINGTON	4,479,538	4,540,538	(61,000)	101.4	99.5
HENRY TRANSPORT, INC.	6927	OREGON/WASHINGTON	824,138	771,865	52,269	94.8	112.7
AVERAGE FOR THE GROUP						95.0	99.9
JAY MILLER FREIGHT, INC.	3702	TACOMA-STATEWIDE	5,458,010	5,295,709	162,301	97.0	102.4
THE PACIFIC COMMUNICATION / WAUST	519	SEATTLE-WESTERN WASHINGTON	4,988,000	4,837,425	151,037	96.8	98.5
NATIONAL TRANSFER, INC.	1956	SEATTLE-WESTERN WASHINGTON	2,698,692	2,632,820	65,008	97.6	97.7
LEO PIA TRANSFER & STORAGE COMPANY, INC.	962	SEATTLE-WESTERN WASHINGTON	2,010,851	2,034,599	(23,748)	100.9	102.8
TOTAL FOR THE GROUP			$26,610,000	$25,051,515	$1,515,374		

REVENUES, EXPENSES AND STATISTICS
UN-SCHEDULED GENERAL FREIGHT CARRIERS
7 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	UN-SCHEDULED GOODS CARRIER OPERATING INCOME	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	5,709,306	55.52	5,776,596	69.55	(1.91)	19,923,963	62.27	19,877,589	69.21	(2.69)
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-		-	-	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	1,940,603	21.51	1,153,211	20.02	20.96	6,765,223	18.15	6,600,961	18.07	4.03
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	1,255,134	18.44	574,075	9.96	115.15	4,967,263	15.52	2,218,528	9.10	96.87
5.	OTHER OPERATING REVENUE	510,723	4.73	257,588	4.47	22.98	799,329	5.03	689,264	2.83	15.97
6.	TOTAL UN-SCHEDULED GOODS CARRIER OPERATING REVENUE	6,696,800	100.00	5,761,268	100.00	16.24	29,579,686	100.00	24,386,128	100.00	8.19
	EXPENSES										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	366,959	5.48	339,304	5.89		1,599,955	5.38	1,412,812	5.79	
8.	SALARIES AND WAGES	1,850,529	27.64	1,744,870	30.29		6,978,313	26.08	7,278,271	29.85	
9.	MISCELLANEOUS PAID TIME OFF	158,442	2.37	103,718	1.80		455,785	1.73	521,458	2.14	
10.	OTHER PAYROLL	709,951	10.60	621,510	10.78		2,923,185	10.89	2,941,886	12.06	
11.	OPERATING SUPPLIES AND EXPENSES	909,676	13.58	1,048,920	18.07		5,892,553	13.09	4,381,884	17.97	
12.	GENERAL SUPPLIES AND EXPENSES	270,196	4.03	252,653	4.01		708,362	2.41	767,012	3.25	
13.	OPERATING TAXES AND LICENSES	378,391	5.65	436,910	7.91		1,608,159	5.58	1,885,883	8.09	
14.	INSURANCE	284,601	4.25	250,128	4.58		929,095	5.52	755,629	3.09	
15.	COMMUNICATIONS AND UTILITIES	97,588	1.46	101,189	1.76		591,828	1.99	358,674	1.47	
16.	DEPRECIATION AND AMORTIZATION	211,759	3.16	238,599	4.14		937,034	3.17	802,135	3.54	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	1,272,665	19.00	828,585	14.54		4,940,672	16.35	2,415,611	11.96	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	88,518	1.32	87,823	1.52		383,559	1.38	272,004	1.12	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(20,186)	(0.30)	(11,987)	(0.20)		(73,077)	(0.28)	(67,551)	(0.28)	
20.	MISCELLANEOUS EXPENSES	159,416	2.38	107,617	1.87		994,345	1.87	468,798	1.92	
21.	TOTAL UN-SCHEDULED GOODS CARRIER OPERATING EXPENSES	6,742,045	100.68	6,101,927	106.01	9.77	29,061,313	95.01	24,372,916	99.95	2.82
22.	NET UN-SCHEDULED GOODS CARRIER OPERATING INCOME	(45,245)	(0.67)	(380,667)	(6.61)		1,513,373	4.99	13,210	0.05	
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	(45,245)	(0.67)	(380,667)	(6.61)		1,513,373	4.99	13,210	0.05	
25.	NET OTHER INCOME (DEDUCTIONS)	(23,433)	(0.35)	(89,158)	(1.55)		(229,223)	(0.66)	(384,510)	(1.58)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(68,678)	(1.02)	(469,805)	(8.16)		1,087,150	4.12	(371,300)	(1.52)	
27.	INCOME TAXES ON ORDINARY INCOME	-	-	923	0.01		1,133	-	423	-	
28.	ORDINARY INCOME	(68,678)	(1.02)	(470,228)	(8.16)		1,086,017	4.12	(371,723)	(1.52)	
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
30.	NET INCOME (OR LOSS)	(68,678)	(1.02)	(470,228)	(8.16)		1,086,017	4.12	(371,723)	(1.52)	
31.	OPERATING RATIO (LINE 21 / LINE 6)	100.68		106.01			95.01		99.95		

GREATER PUGET SOUND AREA CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1980
GREATER PUGET SOUND AREA CARRIERS
11 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
JIM HILL FREIGHT, INC.	5702	TACOMA-STATEWIDE	$ 5,454,010	$ 5,295,709	$102,801	95.8	102.4
THE PACIFIC CORPORATION / WEST	519	SEATTLE-WESTERN WASHINGTON	2,908,400	2,807,025	101,057	96.8	98.5
MIDLAND TRANSFER COMPANY	25	EVERETT-WESTERN WASHINGTON	1,885,597	1,829,597	55,800	97.0	98.2
NATIONAL TRANSFER, INC.	1956	SEATTLE-WESTERN WASHINGTON	2,698,492	2,632,824	65,668	97.6	97.1
PUGET MOTORED TRANSPORTATION, INC.	10425	KENT-WESTERN WASHINGTON	2,201,230	2,155,982	45,248	97.9	98.5
ACME-EVERGREEN FREIGHT LINES	6049	SEATTLE/TACOMA-STATEWIDE	5,811,571	5,734,750	76,821	98.0	99.5
KENWORTH-HAWAIIAN AUTO FREIGHT, INC.	6248	SEATTLE-WESTERN WASHINGTON	2,422,680	2,375,551	47,129	98.1	95.2
AVERAGE FOR THE GROUP						99.0	98.2
WESTERN CARTAGE, INC.	1451	SEATTLE-WESTERN WASHINGTON	$,226,980	$,212,930	15,506	99.6	101.3
SEATAC TRANSFER & STORAGE COMPANY	5790	SEATTLE-WESTERN WASHINGTON	862,205	872,551	(10,066)	101.2	100.7
PACIFIC TRANSPO. GROUP, INC.	1040	TACOMA-WESTERN WASHINGTON	$,245,074	$,409,039	(163,965)	105.1	89.9
INTERMOUNTAIN VAN & TRANSFER COMPANY, INC.	5740	SEATTLE-WESTERN WASHINGTON	1,020,956	1,170,529	(149,573)	114.6	108.8
TOTAL FOR THE GROUP			$29,785,009	$29,501,305	$299,304		

REVENUES, EXPENSES AND STATISTICS
GREATER PUGET SOUND AREA CARRIERS
11 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	CONSOLIDATED GREAT CARRIER OPERATING INCOME										
	REVENUES:										
1.	PASSENGER REVENUE - INTERCITY - COMMON CARRIER	5,470,416	66.04	5,082,707	65.16	12.77	19,336,922	67.13	15,159,650	66.67	0.63
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-		-	-	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	2,925,503	49.75	3,659,854	51.22	7.24	14,309,427	48.04	14,881,012	50.59	(3.84)
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	491,706	6.23	401,671	5.62	22.44	1,934,323	6.55	1,392,605	6.75	3.35
6.	TOTAL CONSOLIDATED GOODS CARRIER OPERATING REVENUE	7,893,625	100.00	7,143,232	100.00	10.50	29,780,669	100.00	29,413,267	100.00	1.27
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	660,715	8.37	667,672	9.35		2,515,585	8.45	2,031,667	8.27	
8.	SALARIES AND WAGES	5,010,708	38.14	2,804,481	39.26		11,135,385	37.39	11,220,755	38.15	
9.	MISCELLANEOUS PAID TIME OFF	361,221	4.58	295,912	4.14		1,105,481	3.71	1,073,502	3.65	
10.	OTHER FRINGES	1,248,077	15.81	1,109,952	15.53		4,805,411	16.14	4,755,160	16.17	
11.	OPERATING SUPPLIES AND EXPENSES	784,935	9.94	870,811	12.19		3,009,704	10.10	3,410,333	11.59	
12.	GENERAL SUPPLIES AND EXPENSES	307,590	3.90	284,025	3.98		1,087,178	3.65	1,148,148	3.89	
13.	OPERATING TAXES AND LICENSES	317,079	4.02	352,707	4.94		1,237,821	4.15	1,285,117	4.36	
14.	INSURANCE	301,359	3.82	283,597	3.97		1,325,057	4.44	890,837	3.03	
15.	COMMUNICATIONS AND UTILITIES	108,911	1.38	113,038	1.58		427,015	1.43	443,245	1.51	
16.	DEPRECIATION AND AMORTIZATION	228,879	2.85	227,935	3.19		937,918	2.91	859,968	2.92	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	360,729	4.57	227,079	3.14		1,131,521	3.80	489,908	1.67	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	136,821	1.73	142,162	1.99		562,553	1.89	681,713	2.32	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(10,033)	(0.13)	(19,181)	(0.27)		(42,367)	(0.14)	(106,533)	(0.36)	
20.	MISCELLANEOUS EXPENSES	120,785	1.53	118,444	1.66		401,059	1.21	306,842	1.04	
21.	TOTAL CONSOLIDATED GOODS CARRIER OPERATING EXPENSES	7,933,814	100.51	7,477,832	104.68	6.10	29,581,395	99.05	28,804,634	98.20	2.13
22.	NET CONSOLIDATED GOODS CARRIER OPERATING INCOME	(40,189)	(0.51)	(334,600)	(4.68)		284,364	0.95	528,628	1.80	(46.21)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	(40,189)	(0.51)	(334,600)	(4.68)		284,364	0.95	528,628	1.80	(46.21)
25.	NET OTHER INCOME (DEDUCTIONS)	51,997	0.66	(221,895)	(3.11)		(142,865)	(0.48)	(282,910)	(0.96)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	11,808	0.15	(556,495)	(7.79)		141,501	0.48	245,718	0.84	(42.41)
27.	INCOME TAXES ON ORDINARY INCOME	13,569	0.17	(19,195)	(0.27)		34,115	0.11	24,924	0.08	
28.	ORDINARY INCOME	(1,761)	(0.02)	(537,298)	(7.52)		107,388	0.36	220,794	0.75	(51.36)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		1,978	0.01	2,876	0.01	
30.	NET INCOME (OR LOSS)	(1,761)	(0.02)	(537,298)	(7.52)		109,266	0.37	223,670	0.76	(51.15)
31.	OPERATING RATIO (LINE 21 / LINE 6)	100.51		104.68			99.05		98.20		

HOUSEHOLD GOODS CARRIERS

LOCAL AND STATEWIDE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1970
HOUSEHOLD GOODS CARRIERS - LOCAL & STATEWIDE
5 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
LITE AIRLOG SYSTEMS, INC.	428	SEATTLE-STATEWIDE	$ 5,445,358	$ 5,410,471	$ 60,887	98.8	99.5
KING VAN MOVERS, INC.	4027	SEATTLE-STATEWIDE	1,558,518	1,588,516	(9,998)	100.7	105.0
AVERAGE FOR THE GROUP						107.9	107.4
ACME MOVING & STORAGE COMPANY	408	SEATTLE-STATEWIDE	9,852,388	9,899,880	(917,292)	109.2	108.1
CONTINENTAL VAN & STORAGE COMPANY, INC.	1880	SEATTLE-WESTERN WASHINGTON	1,108,595	1,332,767	(198,572)	117.5	118.7
LINCOLN MOVING & STORAGE COMPANY, INC.	2270	SEATTLE-STATEWIDE	2,778,859	3,378,210	(549,551)	121.6	118.0
TOTAL FOR THE GROUP			$19,559,518	$21,113,000	$(1,554,086)		

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LOCAL & STATEWIDE
(3 CARRIERS INCLUDED)

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	HOUSEHOLD GOODS CARRIER OPERATING INCOME AND EXPENSES	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	MOVING REVENUE - INTERCITY CARRIER, OWN RIGHTS	886,483	20.37	852,756	14.49	1.65	3,548,493	18.41	3,905,861	19.57	(5.36)
2.	MOVING REVENUE - INTERCITY CONTRACT CARRIER, OWN RIGHTS	293,593	7.06	231,956	4.18	28.57	1,225,754	9.27	1,054,275	5.45	16.30
3.	MOVING REVENUE - LOCAL	1,378,961	33.18	1,920,198	59.57	(28.19)	5,515,817	29.75	8,415,726	55.02	(9.36)
4.	MOVING REVENUE - INTERCITY TRANSPORTATION, OTHER MOTOR CARRIER	1,017,675	24.48	1,113,510	20.05	(8.59)	4,303,101	25.58	4,008,809	22.07	5.84
5.	CONTAINERIZED PACKING AND UNPACKING SERVICE	"	"	"	"	"	"	"	"	"	"
6.	SUPPLEMENTARY TRANSPORTATION SERVICE	181,475	3.40	98,192	1.70	50.20	555,575	2.74	412,080	2.12	29.75
7.	WAREHOUSE REVENUE	"	"	"	"	"	"	"	"	"	"
8.	BROKERAGE REVENUE	"	"	"	"	"	"	"	"	"	"
9.	OTHER OPERATING REVENUE	477,807	11.50	609,752	11.10	(20.46)	1,901,155	9.92	2,111,645	10.87	(8.07)
		559	0.01	711,898	12.92	(49.92)	1,573,699	9.59	1,229,527	6.53	52.59
10.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	4,150,551	100.00	5,550,046	100.00	(25.18)	19,354,515	100.00	19,452,535	100.00	0.05
	EXPENSES:										
11.	SALARIES	820,125	19.85	865,052	15.54		3,435,977	17.50	3,345,605	17.21	
12.	OPERATING WAGES - TRANSPORTATION ONLY	773,764	19.02	788,819	15.38		3,191,369	16.98	3,081,627	15.85	
13.	PACKER WAGES	"	"	"	"		"	"	"	"	
14.	WAREHOUSE LABOR	"	"	"	"		"	"	"	"	
15.	REPAIR WAGES	25,168	0.58	28,458	0.54		81,484	0.42	117,528	0.60	
16.	COMMISSION AGENT FEES	402	0.01	5,648	0.07		18,415	0.05	3,648	0.02	
17.	OTHER WAGES	32,756	0.79	48,584	0.84		161,195	0.82	165,856	0.85	
18.	FRINGE BENEFITS	428,619	10.22	592,752	11.07		1,823,129	8.50	1,570,465	8.08	
19.	PAYROLL TAXES	229,815	5.52	285,276	5.70		1,021,679	5.22	917,481	4.72	
20.	TRANSPORTATION FUEL AND MOTOR OIL	72,820	1.75	111,589	2.01		344,855	1.79	502,197	2.58	
21.	TIRES AND TUBES	17,908	0.43	22,721	0.41		107,661	0.55	99,554	0.51	
22.	OTHER VEHICLES REPAIR AND SUPPLIES	8,622	0.21	9,865	0.18		39,249	0.18	48,491	0.25	
23.	VEHICLE REPAIR PARTS	21,531	0.51	11,258	0.21		89,912	0.44	45,991	0.24	
24.	REPAIR MATERIALS (OTHER THAN VEHICLE)	5,237	0.08	6,054	0.11		28,595	0.13	11,440	0.06	
25.	PRINTING AND OFFICE SUPPLIES	42,599	1.02	81,795	0.74		162,065	0.83	191,655	0.99	
26.	PACKING AND CRATING MATERIALS, ETC.	"	"	"	"		"	"	"	"	
27.	MISCELLANEOUS SUPPLIES	44,671	1.07	55,202	0.99		122,110	0.62	196,265	1.01	
28.	OUTSIDE SERVICES - VEHICLE REPAIR, ETC.	154,553	3.72	187,039	5.37		599,055	3.04	714,252	3.68	
29.	OUTSIDE SERVICES - REPAIRS (OTHER THAN VEHICLE)	8,278	0.20	9,790	0.14		50,185	0.15	50,967	0.26	
30.	OTHER OUTSIDE SERVICES	150,759	3.63	182,726	5.24		672,675	3.48	631,140	3.25	

HOUSEHOLD GOODS CARRIERS

LARGE INTERSTATE

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LOCAL & STATEWIDE
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	HOUSEHOLD GOODS CARRIER OPERATING INCOME (CARRIER)										
	EXPENSES: (CLASSIFIED)										
51.	UTILITIES	21,118	0.51	27,714	0.70		104,163	0.53	99,235	0.51	
52.	COMMUNICATIONS SERVICES	86,505	2.08	121,565	2.19		374,250	1.94	396,710	2.04	
53.	PURCHASED LABOR AND TRANSPORTATION	897,959	21.60	2,911,320	45.42		5,740,591	28.53	5,622,855	28.95	
54.	TRAVEL EXPENSES - COMPANY VEHICLES, ETC.	11,927	0.29	60,040	1.08		54,353	0.20	71,865	0.37	
55.	TRAVEL & ENTERTAINMENT - SALES, OFFICE & MANAGEMENT PERSONNEL	87,490	2.12	86,275	1.55		332,080	1.70	374,255	1.93	
56.	GENERAL EXPENSES	91,359	1.96	128,151	2.31		257,421	1.21	333,677	1.72	
57.	DEPRECIATION	145,852	3.46	155,151	2.76		512,965	2.62	515,041	2.64	
58.	AMORTIZATION EXPENSES	6,915	0.17	1,878	0.03		21,259	0.11	8,755	0.05	
59.	RENTS - OTHER THAN REVENUE EQUIPMENT	134,715	3.24	132,608	2.39		585,273	2.99	542,992	2.79	
60.	TAXES AND LICENSES	150,565	3.14	186,755	3.30		464,240	2.40	564,297	2.89	
61.	INSURANCE	102,010	5.90	99,010	1.79		944,945	5.50	306,377	1.58	
62.	PROVISION FOR CLAIMS - SELF INSURED PORTION	45,847	1.10	72,207	1.30		197,387	1.01	231,455	1.19	
63.	UNCOLLECTIBLE REVENUE	42,767	1.03	28,060	0.51		172,745	0.88	173,557	0.89	
64.	GAINS AND LOSSES ON DISPOSITION OF OPERATING ASSETS	(15,192)	(0.37)	(55,298)	(0.99)		(23,943)	(0.11)	(41,271)	(0.21)	
65.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	4,075,458	112.48	6,356,797	114.45	(26.48)	21,115,509	107.95	20,866,126	107.58	1.19
66.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	(510,907)	(12.45)	(802,661)	(14.45)		(1,554,289)	(7.98)	(1,455,745)	(7.58)	
67.	NET NONHOUSEHOLD GOODS CARRIER OPERATING INCOME	21,019	0.51	47,504	0.89		154,973	0.79	234,872	1.21	
68.	NET CARRIER OPERATING INCOME	(445,888)	(11.95)	(754,861)	(15.59)		(1,599,410)	(7.15)	(1,198,921)	(6.17)	
69.	NET OTHER INCOME (DEDUCTIONS)	525,055	7.77	207,194	5.75		1,779,442	9.08	1,395,972	7.18	
70.	ORDINARY INCOME BEFORE INCOME TAXES	(172,853)	(4.18)	(547,667)	(9.50)		577,052	1.45	197,051	1.01	91.54
71.	INCOME TAXES ON ORDINARY INCOME	(286)	(0.01)	571	0.01		(17,995)	(0.10)	(11,124)	(0.06)	
72.	ORDINARY INCOME	(172,567)	(4.15)	(548,238)	(9.47)		595,529	2.03	208,180	1.07	90.87
73.	EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
74.	NET INCOME (OR LOSS)	(172,567)	(4.15)	(548,238)	(9.47)		595,529	2.03	208,180	1.07	90.87
75.	OPERATING RATIO (LINE 65 / LINE 19)	112.48		114.45			107.95		107.58		

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1980
HOUSEHOLD GOODS CARRIERS - LARGE INTERSTATE
2 CARRIERS INCLUDED

NAME OF CARRIER	MC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE	
						THIS YEAR	LAST YEAR
CENTRAL VAN LINES, INC.	10951	NATIONWIDE	$ 12,700,700	$ 12,421,591	$279,109	97.8	98.4
AVERAGE FOR THE GROUP						100.0	99.7
ALLIED VAN LINES, INC.	2221	NATIONWIDE	$76,906,037	$77,245,930	($339,293)	100.1	99.8
TOTAL FOR THE GROUP			$589,607,337	$589,807,471	$(60,134)		

HOUSEHOLD GOODS CARRIERS

LARGE INTERSTATE

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LARGE INTERSTATE
2 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	MAJOR CLASS OF HOUSEHOLD GOODS CARRIER OPERATING REVENUE	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES										
1.	MOVING REVENUE - DOMESTIC LOCAL, DAY RIGHTS	52,599,668	57.48	49,751,217	39.01	7.09	251,525,102	59.05	255,910,319	61.29	(0.98)
2.	MOVING REVENUE - DOMESTIC LONG-HAUL CARRIED, DAY RIGHTS	33,160,021	36.51	33,299,829	39.90	(0.42)	134,100,883	33.05	132,874,200	34.62	5.91
3.	MOVING REVENUE - LOCAL	872	-	2,951	-	(72.58)	1,868	-	8,302	-	(81.25)
4.	MOVING REVENUE - INTERCITY TRANSPORTATION, OTHER MOVING CARRIER	-	-	-	-		-	-	-	-	
5.	CONTAINER, PACKING AND UNPACKING SERVICE	-	-	-	-		-	-	-	-	
6.	SUPPLEMENTARY TRANSPORTATION SERVICE	240,582	0.26	323,891	0.39	(25.87)	873,869	0.22	804,703	0.18	27.19
7.	WAREHOUSE REVENUE	-	-	-	-		-	-	-	-	
8.	COMMISSION REVENUE	89,862	0.09	155,979	0.19	(37.01)	821,902	0.19	449,187	0.12	38.56
9.	OTHER OPERATING REVENUE	5,050,567	5.35	5,011,739	6.19	30.54	19,564,571	4.72	15,720,305	3.60	35.97
10.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	91,516,132	100.00	80,124,906	100.00	8.01	389,007,351	100.00	381,049,100	100.00	2.09
	EXPENSES										
11.	SALARIES	5,502,537	6.03	5,150,350	5.49		24,485,104	5.25	19,331,655	4.80	
12.	OPERATING CREWS - TRANSPORTATION JOBS	-	-	-	-		-	-	-	-	
13.	HELPER WAGES	-	-	-	-		-	-	-	-	
14.	WAREHOUSE LABOR	-	-	-	-		-	-	-	-	
15.	REPAIR WAGES	-	-	-	-		-	-	-	-	
16.	COMMISSION AGENT FEES	15,020,915	16.45	15,809,018	14.15		60,499,950	15.06	60,765,855	15.42	
17.	OTHER WAGES	20,982	0.03	30,900	0.04		115,215	0.03	171,595	0.04	
18.	PAYROLL SERVICE	101,675	0.01	571,121	0.00		2,725,745	0.70	2,407,518	0.65	
19.	PAYROLL TAXES	589,079	0.01	670,174	0.59		1,737,113	0.45	1,700,415	0.45	
20.	TRANSPORTATION FUEL AND DRIVE OIL	-	-	-	-		-	-	-	-	
21.	TIRES AND TUBES	60,125	0.07	91,127	0.26		207,953	0.07	198,507	0.05	
22.	OTHER VEHICLES REPAIR AND SUPPLIES	2,881	-	-	-		19,308	-	6,028	-	
23.	VEHICLE REPAIR PARTS	-	-	-	-		-	-	-	-	
24.	REPAIR MATERIALS (OTHER THAN VEHICLES)	209	-	1,051	-		882	-	3,003	-	
25.	PACKING AND CRATING SUPPLIES	103,730	0.10	103,000	0.21		399,382	0.15	544,515	0.14	
26.	PACKING AND CRATING MATERIALS, ETC.	-	-	-	-		-	-	-	-	
27.	MISCELLANEOUS SUPPLIES	7,005	0.01	5,300	-		25,902	0.01	19,077	-	
28.	OUTSIDE SERVICES - VEHICLE REPAIR, ETC.	100,401	0.12	130,052	0.16		513,052	0.13	511,501	0.13	
29.	OUTSIDE SERVICES - REPAIRS (OTHER THAN VEHICLES)	100,050	0.11	100,275	0.12		527,055	0.00	521,936	0.06	
30.	OTHER OUTSIDE SERVICES	1,013,515	1.11	700,715	0.59		3,440,115	0.88	3,151,500	0.82	

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LARGE CORPORATE
2 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	HOUSEHOLD GOODS CARRIER OPERATING INCOME (CLASSIFIED EXPENSES CLASSIFIED)										
51.	UTILITIES	49,005	0.10	81,403	0.09		913,600	0.11	875,109	0.10	
52.	COMMUNICATIONS SERVICES	373,572	0.85	342,895	0.40		2,493,693	3.00	2,587,909	0.87	
53.	PURCHASED LABOR AND TRANSPORTATION	51,495,513	87.12	57,026,701	87.54		271,202,897	90.02	200,050,724	79.24	
54.	TRAVEL EXPENSES - COMPANY OFFICERS, ETC.	-	-	-	-		-	-	-	-	
55.	TRAVEL & ENTERTAINMENT - SALES, OFFICE & MANAGEMENT PERSONNEL	190,917	0.21	304,805	0.11		913,609	0.25	1,127,504	0.50	
56.	GENERAL EXPENSES	1,110,607	1.88	1,106,887	1.55		4,971,597	1.25	3,901,095	1.03	
57.	DEPRECIATION	906,178	0.97	909,448	0.99		2,903,220	0.92	1,772,045	0.86	
58.	AMORTIZATION EXPENSES	40,912	0.06	45,054	0.05		170,172	0.05	181,592	0.05	
59.	RENTS - HIGH TRAY REVENUE EQUIPMENT	600,696	0.92	807,500	1.10		3,260,100	0.95	3,257,006	0.82	
60.	TAXES AND LICENSES	10,019	0.02	50,577	0.06		182,274	0.05	155,317	0.04	
61.	INSURANCE	215,307	0.25	190,007	0.10		707,573	0.20	555,100	0.15	
62.	PROVISION FOR CLAIMS - SELF INSURED PORTION	2,[illegible]020	2.99	2,575,253	2.70		11,715,277	3.21	10,000,000	2.79	
63.	UNCOLLECTIBLE REVENUE	40,999	0.07	509,150	0.50		955,055	0.10	270,501	0.07	
64.	GAINS AND LOSSES ON DISPOSITION OF OPERATING ASSETS	(121,004)	(0.13)	(80,740)	(0.13)		(901,590)	(0.12)	(629,228)	(0.11)	
65.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	91,307,925	100.00	87,359,107	101.01	4.04	309,907,091	100.02	330,032,205	99.73	2.37
66.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	(71,745)	(0.08)	(1,214,291)	(1.41)		(92,150)	(2.41)	1,010,095	0.27	
67.	NET NONOPERATING GOODS CARRIER OPERATING INCOME	229,504	0.25	(50,970)	(0.06)		154,927	0.06	(157,297)	(0.04)	
68.	NET CARRIER OPERATING INCOME	157,771	0.17	(1,269,267)	(1.47)		98,575	0.02	854,599	0.23	(89.02)
69.	NET OTHER INCOME (DEDUCTIONS)	150,079	0.16	308,785	0.36		3,005,069	0.98	3,777,650	0.99	
70.	INCOMETAX INCOME BEFORE INCOME TAXES	307,850	0.34	(960,482)	(1.11)		3,503,301	0.91	4,037,208	1.22	(28.65)
71.	INCOME TAXES OR INCOMETAX INCOME	(479,554)	(0.52)	(1,119,910)	(1.29)		(201,594)	(0.07)	130,699	0.04	
72.	INCOMETAX INCOME	787,404	0.86	159,428	0.19		3,702,255	0.98	4,502,309	1.18	(15.55)
73.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
74.	NET INCOME (OR LOSS)	787,404	0.86	159,428	0.19		3,702,255	0.98	4,502,309	1.18	(15.55)
75.	OPERATING RATIO (LINE 65 / LINE 10)	100.08		101.01			100.02		99.73		

HOUSEHOLD GOODS CARRIERS

LOCAL, STATEWIDE AND LARGE INTERSTATE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1976
TOTAL HOUSEHOLD GOODS CARRIERS - LOCAL, STATEWIDE AND LARGE INTERSTATE
7 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
CONTINENTAL VAN LINES, INC.	10451	NATIONWIDE	$ 12,700,700	$ 12,421,591	$ 279,109	97.8	98.4
CITY MOVING SYSTEMS, INC.	424	SEATTLE-STATEWIDE	5,485,558	5,418,671	66,887	98.8	99.5
ALLIED VAN LINES, INC.	5221	NATIONWIDE	$76,930,637	$77,245,930	($314,263)	100.1	99.8
AVERAGE FOR THE GROUP						100.4	100.1
ARMED SERVICES MOVERS, INC.	4827	SEATTLE-STATEWIDE	1,338,316	1,348,316	(9,998)	100.7	105.6
HEATH MOVING & STORAGE COMPANY	904	SEATTLE-STATEWIDE	8,852,588	9,069,840	(217,252)	109.2	108.1
CHRISTENSEN VAN & STORAGE COMPANY, INC.	1000	SEATTLE-WESTERN WASHINGTON	1,190,395	1,302,767	(198,372)	117.5	118.7
LINCOLN MOVING & STORAGE COMPANY, INC.	2278	SEATTLE-STATEWIDE	2,776,859	3,376,210	(599,351)	121.6	116.0
TOTAL FOR THE GROUP			$409,100,055	$410,791,043	$(1,614,240)		

REVENUES, EXPENSES AND STATISTICS
TOTAL HOUSEHOLD GOODS CARRIERS - LOCAL, STATEWIDE & LARGE INTERSTATE
(7 CARRIERS INCLUDE)

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	HOUSEHOLD GOODS CARRIER OPERATING INCOME	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	MOVING REVENUE - INTERCITY COMMON CARRIER, OWN RIGHTS	55,245,931	55.77	49,545,951	54.04	7.54	235,225,157	57.49	237,714,106	59.27	(1.05)
2.	MOVING REVENUE - INTERCITY CONTRACT CARRIER, OWN RIGHTS	35,453,614	35.04	33,531,785	36.54	(0.23)	134,527,619	34.05	133,928,561	33.39	0.03
3.	MOVING REVENUE - LOCAL	1,579,633	1.65	1,922,649	2.11	(28.28)	5,917,085	1.42	6,520,328	1.60	(9.39)
4.	MOVING REVENUE - INTERCITY TRANSPORTATION, OTHER MOTOR CARRIER	1,017,673	1.07	1,113,516	1.21	(8.59)	4,505,141	1.12	4,404,609	1.10	3.64
5.	CONTAINERS, PACKING AND UNPACKING SERVICE	-	-	-	-		-	-	-	-	
6.	SUPPLEMENTARY TRANSPORTATION SERVICE	502,057	0.40	417,895	0.46	(8.57)	1,409,227	0.34	1,097,367	0.27	28.14
7.	WAREHOUSE REVENUE	-	-	-	-		-	-	-	-	
8.	COMMISSION REVENUE	502,609	0.59	705,731	0.46	(28.59)	2,562,557	0.63	2,560,632	0.64	0.07
9.	OTHER OPERATING REVENUE	5,451,126	5.69	4,525,637	4.72	25.61	20,283,009	4.95	14,955,630	3.75	35.58
10.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	95,472,693	100.00	91,678,952	100.00	4.14	409,165,955	100.00	401,081,435	100.00	2.02
	EXPENSES:										
11.	SALARIES	6,326,462	6.63	6,017,412	6.56		23,582,045	5.84	21,675,434	5.40	
12.	OPERATING WAGES - TRANSPORTATION ONLY	773,704	0.81	748,819	0.42		3,141,560	0.77	3,041,629	0.76	
13.	PACKER WAGES	-	-	-	-		-	-	-	-	
14.	WAREHOUSE LABOR	-	-	-	-		-	-	-	-	
15.	REPAIR WAGES	23,148	0.02	24,454	0.03		81,467	0.02	117,320	0.03	
16.	COMMISSION AGENT FEES	15,020,417	15.73	15,892,658	17.34		61,313,550	14.91	60,747,495	15.15	
17.	OTHER WAGES	59,758	0.06	77,524	0.08		279,210	0.07	337,229	0.08	
18.	PAYROLL BENEFITS	1,166,292	1.22	965,873	1.05		4,547,671	1.06	4,057,777	1.01	
19.	PAYROLL TAXES	599,494	0.63	681,450	0.74		2,758,796	0.67	2,623,896	0.65	
20.	TRANSPORTATION FUEL AND MOTOR OIL	72,820	0.08	111,569	0.12		349,955	0.09	502,197	0.13	
21.	TIRES AND TUBES	82,051	0.09	73,848	0.08		375,391	0.09	297,881	0.07	
22.	OTHER VEHICLES REPAIR AND SUPPLIES	11,103	0.01	9,883	0.01		43,819	0.01	52,929	0.01	
23.	VEHICLE REPAIR PARTS	21,331	0.02	11,238	0.01		89,912	0.02	45,991	0.01	
24.	REPAIR MATERIALS (OTHER THAN VEHICLE)	3,406	-	7,065	0.01		23,575	0.01	15,103	-	
25.	PRINTING AND OFFICE SUPPLIES	206,329	0.22	225,441	0.25		758,647	0.19	735,970	0.18	
26.	PACKING AND CRATING MATERIALS, ET..	-	-	-	-		-	-	-	-	
27.	MISCELLANEOUS SUPPLIES	52,116	0.05	58,550	0.06		193,712	0.04	211,902	0.05	
28.	OUTSIDE SERVICES - VEHICLE REPAIR, ETC.	260,994	0.27	323,691	0.35		1,113,113	0.27	1,225,793	0.31	
29.	OUTSIDE SERVICES - REPAIRS (OTHER THAN VEHICLE)	108,912	0.11	114,065	0.12		357,439	0.09	372,903	0.09	
30.	OTHER OUTSIDE SERVICES	1,164,272	1.22	949,441	1.04		4,112,791	1.01	3,762,652	0.94	

REVENUES, EXPENSES AND STATISTICS
TOTAL HOUSEHOLD GOODS CARRIERS - LOCAL, STATEWIDE & LARGE INTERSTATE
/ CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	HOUSEHOLD GOODS CARRIER OPERATING INCOME (CONTINUED)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	EXPENSES (CONTINUED)										
51.	UTILITIES	111,961	0.12	109,182	0.12		514,765	0.13	472,348	0.12	
52.	COMMUNICATION SERVICES	654,877	0.69	884,456	0.91		2,564,710	0.70	2,904,519	0.74	
53.	PURCHASED LABOR AND TRANSPORTATION	62,145,452	65.14	60,238,261	63.71		276,765,385	67.69	273,079,154	68.24	
54.	TRAVEL EXPENSES - COMPANY DRIVERS, ETC.	11,927	0.01	60,040	0.07		49,595	0.01	71,865	0.02	
55.	TRAVEL & ENTERTAINMENT - SALES, OFFICE & MANAGEMENT PERSONNEL	282,907	0.30	436,118	0.46		1,282,405	0.30	1,501,749	0.37	
56.	GENERAL EXPENSES	1,400,206	1.49	1,275,018	1.34		5,105,515	1.25	4,274,975	1.07	
57.	DEPRECIATION	752,050	0.79	662,574	0.72		2,915,084	0.71	2,285,734	0.57	
58.	AMORTIZATION EXPENSES	47,027	0.05	47,332	0.05		197,411	0.05	190,145	0.05	
59.	RENTS - OTHER THAN REVENUE EQUIPMENT	975,409	1.02	1,050,176	1.12		3,829,562	0.94	3,780,890	0.94	
60.	TAXES AND LICENSES	144,984	0.15	203,330	0.22		599,514	0.15	735,614	0.18	
61.	INSURANCE	575,857	0.34	239,057	0.26		1,452,413	0.35	861,561	0.21	
62.	PROVISION FOR CLAIMS - SELF INSURED PORTION	2,774,117	2.91	2,485,460	2.67		11,912,564	2.91	10,875,859	2.71	
63.	UNCOLLECTIBLE REVENUE	107,200	0.11	537,198	0.57		725,947	0.18	450,118	0.11	
64.	GAINS AND LOSSES ON DISPOSITION OF OPERATING ASSETS	(134,106)	(0.14)	(144,084)	(0.16)		(482,280)	(0.12)	(470,499)	(0.12)	
65.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	96,761,583	100.62	93,695,904	102.20	2.52	410,781,095	100.39	401,498,331	100.10	2.31
66.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	(588,700)	(0.62)	(2,016,952)	(2.20)		(1,514,243)	(0.39)	(416,848)	(0.10)	
67.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	250,583	0.26	(7,176)	(0.01)		309,203	0.08	77,575	0.02	
68.	NET CARRIER OPERATING INCOME	(338,117)	(0.35)	(2,024,128)	(2.21)		(1,305,037)	(0.32)	(339,323)	(0.08)	
69.	NET OTHER INCOME (DEDUCTIONS)	475,110	0.50	515,979	0.56		5,222,810	1.28	5,173,622	1.29	
70.	ORDINARY INCOME BEFORE INCOME TAXES	136,993	0.14	(1,508,149)	(1.64)		3,917,373	0.96	4,834,299	1.21	(18.97)
71.	INCOME TAXES ON ORDINARY INCOME	(479,840)	(0.50)	(1,114,545)	(1.21)		(281,593)	(0.07)	123,770	0.03	
72.	ORDINARY INCOME	614,833	0.64	(393,604)	(0.43)		4,198,765	1.03	4,710,529	1.17	(10.86)
73.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
74.	NET INCOME (OR LOSS)	614,833	0.64	(393,604)	(0.43)		4,198,765	1.03	4,710,529	1.17	(10.86)
75.	OPERATING RATIO (LINE 65 / LINE 1)	100.62		102.20			100.34		100.10		

BULK COMMODITY CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1959
BULK COMMODITY CARRIERS
77 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE	
						THIS YEAR	LAST YEAR
HI-CUBEST ENTERING, INC.	17025	EASTERN WASHINGTON-PACIFIC N.W.-MONTANA	$ 1,520,194	$ 1,131,544	$ 188,749	87.2	89.1
REDUCED-RATE FREIGHT LINES, INC.	5452	SEATTLE-STATEWIDE	2,424,000	2,254,218	149,782	92.2	97.5
WORLD TRANSPORTATION COMPANY	516	PORTLAND-WESTERN STATES	14,510,420	13,155,802	1,159,618	90.0	95.9
MATLACK, INC.	22154	NATIONWIDE	205,295,415	187,752,520	9,515,095	97.5	101.6
AVERAGE FOR THE GROUP						97.0	101.4
J.J.W. TRUCKING CO.	5105	SPOKANE-E. WASHINGTON-PACIFIC NORTHWEST	2,048,455	2,740,537	92,010	98.2	100.9
WILMOT TRUCKING, INC.	22045	EASTERN WASHINGTON-OREGON	2,505,327	2,550,551	24,900	99.9	103.2
MITCHELL TRANSPORT, INC.	18803	EASTERN WASHINGTON-NATIONWIDE	51,180,457	51,847,557	(219,632)	102.5	102.5
TOTAL FOR THE GROUP			$202,111,882	$230,529,124	$9,588,758		

REVENUES, EXPENSES AND STATISTICS
BULK COMMODITY CARRIERS
7 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	NONCONTROLLED BULK CARRIER OPERATING INCOME										
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	55,292,077	55.89	58,499,547	60.45	(15.51)	148,570,474	55.48	167,367,136	65.04	(11.36)
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	24,252,882	39.11	21,712,791	34.95	11.70	97,722,082	37.20	74,945,067	29.12	30.39
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	5,001,290	5.81	2,691,985	4.25	55.78	15,555,407	5.98	11,012,173	4.31	15.00
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	90,190	0.14	177,006	0.28	(51.51)	595,529	0.13	677,561	0.26	(41.86)
5.	OTHER OPERATING REVENUE	771,645	1.24	629,847	0.77	22.54	2,874,529	1.10	2,729,098	1.06	5.51
6.	TOTAL NONCONTROLLED BULK CARRIER OPERATING REVENUE	62,008,192	100.00	63,710,826	100.00	(2.68)	262,717,982	100.00	257,550,835	100.00	2.09
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	5,555,802	5.73	5,773,487	5.42		15,719,249	5.22	15,244,782	5.17	
8.	SALARIES AND WAGES	14,515,104	25.50	14,008,904	21.44		54,534,523	22.56	58,093,510	22.57	
9.	MISCELLANEOUS PAID TIME OFF	1,175,755	1.90	1,242,750	2.05		5,315,515	2.02	5,467,250	2.12	
10.	OTHER FRINGES	5,725,739	9.23	5,791,955	9.09		22,804,074	8.68	24,548,073	9.46	
11.	OPERATING SUPPLIES AND EXPENSES	11,307,185	18.24	11,451,902	17.97		45,816,955	17.44	49,545,292	19.25	
12.	GENERAL SUPPLIES AND EXPENSES	2,052,176	4.80	5,284,940	5.10		10,687,484	4.07	4,620,495	5.74	
13.	OPERATING TAXES AND LICENSES	2,740,555	4.42	2,299,130	5.91		11,149,755	4.26	11,514,231	4.40	
14.	INSURANCE	2,222,552	5.58	1,904,700	2.99		7,425,359	2.83	11,852,794	4.60	
15.	COMMUNICATIONS AND UTILITIES	1,574,251	2.22	1,558,910	2.15		5,448,365	2.09	5,447,101	2.12	
16.	DEPRECIATION AND AMORTIZATION	4,759,184	7.68	5,131,115	8.05		19,400,459	7.38	20,969,456	8.15	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	11,057,001	17.85	11,875,231	18.64		49,714,574	18.93	46,612,805	18.11	
18.	MULTIPLE AND SPECIAL EQUIPMENT RENTS	698,714	1.13	441,551	0.69		2,577,279	0.98	1,588,300	0.62	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(178,216)	(0.29)	(456,177)	(0.72)		(2,304,304)	(0.79)	(1,865,383)	(0.83)	
20.	MISCELLANEOUS EXPENSES	(228,452)	(0.37)	648,007	1.02		4,933,352	1.76	4,558,858	1.69	
21.	TOTAL NONCONTROLLED BULK CARRIER OPERATING EXPENSES	61,655,955	99.41	62,810,719	98.59	(1.87)	256,529,144	97.57	260,871,508	101.37	(1.78)
22.	NET NONCONTROLLED BULK CARRIER OPERATING INCOME	367,859	0.59	900,092	1.41	(59.13)	6,588,738	2.43	(5,320,673)	(1.37)	
23.	NONCONTROLLED BULK CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	367,859	0.59	900,092	1.41	(59.13)	6,588,738	2.43	(5,320,673)	(1.37)	
25.	NET OTHER INCOME (DEDUCTIONS)	(1,900,767)	(3.06)	(2,415,262)	(3.79)		(9,055,190)	(3.08)	(9,671,644)	(3.76)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(1,532,908)	(2.47)	(1,515,170)	(2.37)		(1,564,822)	(0.63)	(15,192,317)	(5.13)	
27.	INCOME TAXES ON ORDINARY INCOME	(220,937)	(0.36)	(105,152)	(0.16)		117,717	0.04	(5,125,858)	(1.99)	
28.	ORDINARY INCOME	(1,311,971)	(2.11)	(1,410,018)	(2.21)		(1,782,154)	(0.68)	(8,066,459)	(3.13)	
29.	LESS EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	88,610	0.03	
30.	NET INCOME (OR LOSS)	(1,311,971)	(2.11)	(1,410,018)	(2.21)		(1,782,154)	(0.68)	(7,979,049)	(3.10)	
31.	OPERATING RATIO (LINE 21 / LINE 6)	99.41		98.59			97.57		101.37		

AGRICULTURAL & ALLIED PRODUCTS CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATION RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1959
AGRICULTURAL AND ALLIED PRODUCTS CARRIERS
5 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE LAST YEAR
SNAKE VALLEY TRUCKING COMPANY, INC.	1997	WESTERN WASHINGTON	a $ 5,500,059	$ 5,329,999	$230,060	95.5	99.9
INLAND TRANSPORT, INC.	15505	SPOKANE-EASTERN WASHINGTON	7,521,007	7,483,552	137,100	98.2	98.8
HARRIS TRUCKING, INC.	0487	YAKIMA-EASTERN WASHINGTON	5,753,434	5,719,020	55,424	99.1	97.8
AVERAGE FOR THE GROUP						99.8	99.3
LIGHT TRUCK LINES, INC.	1914	UNITED STATES	2,423,480	2,591,519	(155,553)	105.6	103.1
KELLY PIPELINES & STG, INC.	4124	EASTERN WASHINGTON	1,193,892	1,414,805	(219,965)	118.3	104.9
TOTAL FOR THE GROUP			$18,350,995	$18,510,925	$ 40,060		

REVENUES, EXPENSES AND STATISTICS
AGRICULTURAL & ALLIED PRODUCTS CARRIERS
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	NONMOTORIZED GOODS CARRIER OPERATING INCOME										
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	4,480,451	94.88	4,181,043	88.15	7.15	17,305,505	91.56	17,561,924	88.50	(2.05)
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	74,203	1.57	-	-		1,364,319	5.74	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	688	0.01	88	-		7,915	0.04	25,059	0.13	(68.41)
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	166,990	3.54	563,105	11.87	(70.34)	475,156	2.37	2,275,241	11.57	(79.07)
6.	TOTAL NONMOTORIZED GOODS CARRIER OPERATING REVENUE	4,722,312	100.00	4,744,936	100.00	(0.47)	19,556,895	100.00	19,862,215	100.00	(5.62)
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	164,857	3.00	111,120	2.34		551,291	3.36	512,640	2.61	
8.	SALARIES AND WAGES	1,044,509	22.47	1,025,621	21.62		4,225,771	22.78	4,444,505	22.80	
9.	MISCELLANEOUS PAID TIME OFF	22,812	0.48	23,494	0.50		79,455	0.42	79,465	0.40	
10.	OTHER FRINGES	542,755	8.52	251,677	4.89		1,554,807	7.50	1,525,123	6.73	
11.	OPERATING SUPPLIES AND EXPENSES	1,139,276	24.13	1,227,842	25.54		4,235,753	22.58	5,559,242	28.27	
12.	GENERAL SUPPLIES AND EXPENSES	111,454	2.37	76,228	1.61		322,721	1.74	298,568	1.51	
13.	OPERATING TAXES AND LICENSES	354,278	7.50	270,451	5.70		1,065,811	5.76	1,054,981	5.37	
14.	INSURANCE	273,165	5.78	173,953	3.67		1,062,105	5.72	606,905	3.10	
15.	COMMUNICATIONS AND UTILITIES	60,589	1.28	78,717	1.66		256,413	1.27	284,436	1.45	
16.	DEPRECIATION AND AMORTIZATION	199,525	4.22	240,681	5.07		805,299	4.56	881,111	4.48	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	1,102,825	23.35	1,100,801	23.20		4,127,912	22.64	4,103,201	21.17	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	165,865	3.47	160,501	3.38		251,005	1.35	268,677	1.37	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(42,529)	(0.90)	(165)	-		(97,381)	(0.52)	(125,061)	(0.65)	
20.	MISCELLANEOUS EXPENSES	35,598	0.72	40,781	0.86		173,488	0.92	169,811	0.86	
21.	TOTAL NONMOTORIZED GOODS CARRIER OPERATING EXPENSES	5,000,857	107.50	4,781,892	100.50	6.40	19,513,905	99.75	19,521,828	99.29	(5.18)
22.	NET NONMOTORIZED GOODS CARRIER OPERATING INCOME	($44,525)	(7.29)	(17,056)	(0.50)		45,088	0.25	140,391	0.71	(67.17)
23.	MOTORIZED GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	($44,525)	(7.29)	(17,056)	(0.50)		45,088	0.25	140,391	0.71	(67.17)
25.	NET OTHER INCOME (DEDUCTIONS)	89,855	1.90	(4,660)	(0.10)		58,814	0.30	(78,555)	(0.39)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(254,670)	(5.39)	(21,716)	(0.46)		103,902	0.58	63,856	0.32	58.01
27.	INCOME TAXES ON ORDINARY INCOME	30,585	0.65	(1,889)	(0.04)		81,599	0.48	1,111	0.01	
28.	ORDINARY INCOME	(285,255)	(6.04)	(19,827)	(0.42)		19,203	0.10	62,745	0.32	(69.39)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	36,322	0.77	114,566	2.41		58,492	0.32	114,566	0.58	
30.	NET INCOME (OR LOSS)	(248,933)	(5.27)	94,739	2.10		77,695	0.42	177,311	0.90	(56.18)
31.	OPERATING RATIO (LINE 21 / LINE 6)	107.50		100.56			99.75		99.29		

HEAVY MACHINERY, BUILDING MATERIALS

AND FOREST PRODUCTS CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1960
HEAVY MACHINERY, BUILDING MATERIALS AND FOREST PRODUCTS CARRIERS
22 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
ZIMMEL TRANSPORT, INC.	15945	INTER-WESTERN STATES	$ 950,177	$ 772,650	$ 185,527	81.3	99.2
INTERSTATE HEAVY HAULING, INC.	2591	PORTLAND-WESTERN STATES	8,569,455	5,932,191	567,272	85.4	80.7
ZIMMEL CRANING COMPANY, INC.	14552	YAKIMA-EASTERN WASHINGTON	1,053,050	1,059,977	145,035	96.1	99.2
LEMMON, DONALD A.	20990	WASHINGTON-OREGON	4,885,510	4,011,441	475,825	84.4	88.6
MOUNT SHASTA TRUCK LINES, INC.	1886	WESTERN WASHINGTON-OREGON	25,245,071	21,536,615	1,886,956	92.7	98.0
SHIELD DELIVERY SERVICE, INC.	3452	SEATTLE-PACIFIC NORTHWEST	2,151,386	2,008,982	145,344	93.2	100.2
MILLER TRUCKING CO., INC.	2517	EASTERN WASHINGTON-PACIFIC NORTHWEST	5,634,496	5,520,175	583,825	95.9	96.6
SYSTEM TRANSPORT, INC.	13727	SPOKANE-WESTERN & CENTRAL STATES	13,500,050	12,521,456	784,104	98.1	96.0
DAHLSTROM, INC.	15032	MILLIAM-WESTERN WASHINGTON	959,554	908,073	51,001	94.7	105.5
METRO HAULING, INC.	5473	SEATTLE-PACIFIC NORTHWEST-MONTANA	4,579,252	4,135,011	144,241	95.0	99.9
MINOR TRUCKING, INC.	25302	SHELTON-WESTERN WASHINGTON	2,104,885	2,039,585	84,260	95.9	104.5
MELLIN TRUCK EXPRESS, INC.	5010	OREGON-PACIFIC N.W.-BRITISH COLUMBIA	4,460,877	4,291,350	175,547	96.1	97.1
AVERAGE FOR THE GROUP						96.2	97.9
GARDNER TRANSFER, INC.	56	PORTLAND-WESTERN STATES	3,369,307	3,145,990	175,597	96.8	96.9
WEST TRANSPORTATION, INC.	12472	OREGON-WESTERN STATES	1,876,947	1,826,850	50,887	97.5	100.1
WESTERN TRANSPORT CRANE & RIGGING	4102	MONTANA & WESTERN STATES	5,490,451	5,424,516	72,415	98.1	96.8
INTERSTATE DISTRIBUTOR COMPANY	00	PACIFIC-WESTERN & ROCKY MOUNTAIN STATES	52,099,301	52,320,887	178,014	99.5	97.5
BARCH TRUCK SERVICE, INC.	21987	UTAH-WESTERN & ROCKY MOUNTAIN STATES	1,892,058	1,933,946	(11,906)	100.7	107.3
MOJU STOREHOUSES, INC.	455	UTAH-PACIFIC NORTHWEST	3,517,870	3,518,150	(140,280)	102.0	99.5
MASHBURN TRUCKING, INC.	3411	EVERETT-WESTERN STATES-BRITISH COLUMBIA	1,741,774	1,794,091	(53,302)	103.1	98.0
HUGH WILHELM ARMENDUE CO.	2480	PORTLAND-PACIFIC NORTHWEST	2,803,049	2,848,530	(95,457)	103.4	100.3
COLUMBIA PACIFIC TRANSPORT CO.	2983	NORTHWEST	722,257	845,487	(125,190)	117.1	108.8
ASHLEY TRANSPORTATION COMPANY	2455	CALIFORNIA-PACIFIC COAST	670,610	590,620	(510,002)	216.8	172.2
TOTAL FOR THE GROUP			$124,582,528	$119,858,149	$4,726,379		

REVENUES, EXPENSES AND STATISTICS
HEAVY MACHINERY, BUILDING MATERIALS & FOREST PRODUCTS
22 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	HOUSEHOLD GOODS CARRIER OPERATING INCOME										
	REVENUES										
1.	FREIGHT REVENUE - INTERCITY - LIMOUS CARRIER	14,102,067	65.57	11,494,024	57.55	9.55	77,152,145	62.05	75,008,061	60.01	2.04
2.	FREIGHT REVENUE - INTERCITY - LIGHTWAIT CARRIER	4,070,486	22.20	5,744,190	28.08	(25.03)	23,083,944	23.57	30,296,061	27.22	(15.48)
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARRIAGE	944,000	2.98	1,245,714	9.03	(25.06)	4,124,504	3.32	4,865,245	3.86	(15.08)
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	1,155,629	5.79	1,120,047	5.60	1.53	5,494,040	4.42	4,491,067	3.46	10.09
5.	OTHER OPERATING REVENUE	2,156,186	7.11	1,886,249	9.17	15.04	7,919,284	6.37	6,224,455	4.94	27.24
6.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	30,005,228	100.00	30,490,559	100.10	(1.60)	124,382,929	100.00	125,982,827	100.00	(1.27)
	EXPENSES										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	1,605,905	8.22	1,072,575	5.52		5,004,572	5.56	5,504,108	4.28	
8.	SALARIES AND WAGES	5,480,511	18.27	6,255,702	20.48		22,359,084	17.96	26,514,074	21.05	
9.	MISCELLANEOUS PAID TIME OFF	215,429	0.91	351,562	1.15		1,102,905	0.81	1,182,982	0.94	
10.	OTHER FRINGES	2,409,536	8.98	1,750,981	5.74		8,557,305	7.12	4,597,105	7.46	
11.	OPERATING SUPPLIES AND EXPENSES	4,846,880	16.15	6,550,598	20.78		20,017,824	16.09	27,475,212	21.81	
12.	GENERAL SUPPLIES AND EXPENSES	1,040,880	5.60	557,269	1.53		5,215,050	2.41	5,245,542	2.58	
13.	OPERATING TAXES AND LICENSES	2,367,409	7.82	2,277,157	7.47		8,954,505	7.18	9,068,772	7.20	
14.	INSURANCE	1,177,342	5.92	1,027,805	5.51		5,593,555	4.50	5,504,736	2.83	
15.	COMMUNICATIONS AND UTILITIES	485,477	1.48	570,780	1.22		1,721,020	1.59	1,989,652	1.16	
16.	DEPRECIATION AND AMORTIZATION	1,225,955	4.08	1,191,522	5.41		4,777,152	5.58	4,749,567	5.77	
17.	MOTOR EQUIPMENT RENTS & PURCHASED TRANSPORTATION	8,419,195	28.08	7,075,505	25.21		35,459,585	28.58	28,148,100	22.86	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	591,886	1.31	555,290	1.04		1,307,505	1.10	1,291,886	1.05	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(65,492)	(0.21)	(920,509)	(1.50)		(442,505)	(0.36)	(627,075)	(0.50)	
20.	MISCELLANEOUS EXPENSES	510,507	1.75	569,045	1.87		2,018,295	1.62	1,886,285	1.50	
21.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	30,040,757	100.29	28,720,956	94.22	4.59	119,550,107	96.20	125,551,284	97.90	(2.98)
22.	NET HOUSEHOLD GOODS CARRIER OPERATING INCOME	(87,529)	(0.29)	1,765,885	5.79		4,729,579	5.70	2,951,745	2.10	78.24
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	"	"	"	"		"	"	"	"	
24.	NET CARRIER OPERATING INCOME	(87,529)	(0.29)	1,765,885	5.79		4,729,579	5.70	2,951,745	2.10	78.24
25.	NET OTHER INCOME (DEDUCTIONS)	(361,010)	(1.20)	(100,554)	(0.33)		(1,184,799)	(0.92)	(59,500)	(0.05)	
26.	INCOME BEFORE INCOME TAXES	(448,539)	(1.49)	1,665,589	5.46		5,581,972	2.88	2,592,564	2.06	38.18
27.	INCOME TAXES ON ORDINARY INCOME	15,050	0.04	4,150	0.01		492,744	0.40	147,208	0.59	
28.	ORDINARY INCOME	(401,589)	(1.34)	1,659,193	5.44		5,089,921	2.45	1,845,155	1.46	67.81
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	48,040	0.10	800	"		48,040	0.04	131,548	0.10	
30.	NET INCOME (OR LOSS)	(412,949)	(1.38)	1,659,993	5.44		5,137,301	2.32	1,976,755	1.57	58.72
31.	OPERATING RATIO (LINE 21 / LINE 6)	100.29		94.22			96.20		97.92		

REFRIGERATED PRODUCTS CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1958
REFRIGERATED PRODUCTS CARRIERS
6 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE	
						THIS YEAR	LAST YEAR
[illegible] EXPRESS, INC.	10270	SEATTLE-WESTERN STATES	$11,405,655	$10,495,480	$ 922,175	91.9	93.5
OF PIERCE TRUCKING COMPANY	15425	SEATTLE-WESTERN STATES	5,500,754	5,118,542	394,221	92.8	95.6
AVERAGE FOR THE GROUP						94.6	93.5
WESTERN CARRIERS, INC.	15445	CALIFORNIA-WESTERN STATES	8,295,495	7,912,554	381,576	95.4	87.7
PACIFIC FRUIT EXPRESS, INC.	2144	WESTERN STATES & BRITISH COLUMBIA	6,424,545	6,404,534	20,011	99.7	95.6
TOTAL FOR THE GROUP			$31,652,904	$29,914,925	$1,717,995		

REVENUES, EXPENSES AND STATISTICS
REFRIGERATED PRODUCTS C CARRIERS
4 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1985 AND 1984

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
		DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	MOTOR CARRIER OF HOUSEHOLD GOODS CARRIER OPERATING INCOME										
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	8,792,591	99.59	5,699,212	97.98	54.28	$30,581,982	98.51	22,125,655	99.95	38.19
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	283,917	3.08	-	-		927,581	2.92	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	-	-	-	-		-	-	-	-	
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	15,581	0.15	-	-		20,383	0.08	-	-	
5.	OTHER OPERATING REVENUE	106,655	1.18	2,448	0.08		219,482	0.70	14,985	0.07	
6.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	9,197,804	100.00	5,701,660	100.00	61.52	31,852,403	100.00	22,138,638	100.00	42.88
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	259,894	2.85	155,415	2.58		924,780	2.98	883,222	5.09	
8.	SALARIES AND WAGES	1,296,561	14.09	1,058,071	18.38		4,904,125	15.52	4,033,138	18.22	
9.	MISCELLANEOUS PAID TIME OFF	22,588	0.25	27,062	0.47		85,718	0.28	86,711	0.39	
10.	OTHER FRINGES	570,327	6.95	268,647	4.71		1,495,157	5.72	1,178,072	5.32	
11.	OPERATING SUPPLIES AND EXPENSES	1,097,819	11.94	1,515,159	25.07		4,341,572	13.73	4,693,443	21.20	
12.	GENERAL SUPPLIES AND EXPENSES	207,380	2.25	170,098	2.85		785,115	2.48	551,177	2.49	
13.	OPERATING TAXES AND LICENSES	418,327	4.55	282,200	4.65		1,629,707	8.52	1,095,983	4.95	
14.	INSURANCE	447,693	4.87	266,058	4.67		1,573,418	5.28	912,499	4.12	
15.	COMMUNICATIONS AND UTILITIES	125,527	1.36	121,429	2.13		503,103	1.59	440,505	1.99	
16.	DEPRECIATION AND AMORTIZATION	625,491	6.80	384,906	6.48		1,924,183	5.77	1,550,634	6.01	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	4,087,840	44.44	1,199,099	21.03		11,551,187	35.88	5,350,408	24.17	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	100,745	1.10	78,202	1.37		397,211	1.26	330,308	1.49	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	52,590	0.57	(5,986)	(0.10)		(1,393)	-	(101,574)	(0.46)	
20.	MISCELLANEOUS EXPENSES	71,608	0.78	30,025	0.53		195,075	0.62	125,858	0.56	
21.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	9,187,863	99.89	5,272,341	92.47	74.27	29,914,925	93.89	20,706,630	93.54	44.46
22.	NET HOUSEHOLD GOODS CARRIER OPERATING INCOME	9,941	0.11	429,319	7.53	(97.68)	1,717,983	5.43	1,430,208	6.46	20.12
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	9,941	0.11	429,319	7.53	(97.68)	1,717,983	5.43	1,430,208	6.46	20.12
25.	NET OTHER INCOME (DEDUCTIONS)	(93,451)	(1.02)	(405,108)	(7.10)		(814,239)	(1.31)	(309,573)	(1.40)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(83,510)	(0.91)	24,211	0.42		1,303,745	4.12	1,120,835	5.06	16.32
27.	INCOME TAXES ON ORDINARY INCOME	(38,728)	(0.48)	(1,167)	(0.02)		82,191	0.26	35,733	0.16	
28.	ORDINARY INCOME	(44,782)	(0.49)	25,378	0.45		1,221,554	3.86	1,085,102	4.90	12.58
29.	FINAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
30.	NET INCOME (OR LOSS)	(44,782)	(0.49)	25,378	0.45		1,221,554	3.86	1,085,102	4.90	12.58
31.	OPERATING RATIO (LINE 21 / LINE 6)	99.89		92.47			93.89		93.54		

MISCELLANEOUS COMMODITY CARRIERS

REVENUES, EXPENSES AND STATISTICS
MISCELLANEOUS COMMODITY CARRIERS
TWELVE MONTHS ENDED DECEMBER 31, 1965 AND 1964
7 CARRIERS INCLUDE)

		CC-5156 GUNDUN EAST FREIGHT INC. THIS YEAR	CC-5156 GUNDUN EAST FREIGHT INC. LAST YEAR	CC-1022 TRANSPORT ATLA. & MISS. CO. THIS YEAR	CC-1022 TRANSPORT ATLA. & MISS. CO. LAST YEAR	CC-9065 PUBLICATION CARRIER CORP.* THIS YEAR	CC-9065 PUBLICATION CARRIER CORP.* LAST YEAR	CC-10170 GUNDUY COMPANY THIS YEAR	CC-10170 GUNDUY COMPANY LAST YEAR
	NONOPERATING ITEMS CARRIER OPERATING INCOME								
	REVENUES:								
1.	FREIGHT REVENUE - EXEMPTED - GUNDUN CARRIER	$0,334,339	$1,965,422	1,102,201	1,755,102	-	-	$0,428,017	29,855,906
2.	FREIGHT REVENUE - EXEMPTED - CONTRACT CARRIER	-	-	8,919,744	8,650,578	-	-	20,085,134	19,202,469
3.	FREIGHT REVENUE - EXEMPTED - LOCAL CARTAGE	-	-	205,119	505,654	2,193,074	4,037,114	8,008,401	8,981,755
4.	EXEMPTED TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-	-	-	1,102,202	1,220,046
5.	OTHER OPERATING REVENUE	144,465	845,457	149,819	255,007	-	-	1,805,502	2,158,108
6.	TOTAL NONCONSOLIDATED GUNDUN CARRIER OPERATING REVENUE	41,085,802	52,104,979	10,426,814	11,110,401	2,193,074	4,037,114	61,929,256	50,428,284
	EXPENSES:								
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	1,505,335	1,520,615	442,255	882,010	104,347	144,045	2,106,622	2,080,698
8.	SALARIES AND WAGES	8,021,799	8,449,100	5,109,802	5,144,515	2,203,853	2,592,428	22,496,735	17,517,035
9.	MISCELLANEOUS PAID TIME OFF	-	-	547,550	570,569	214,780	256,645	2,269,276	1,765,991
10.	OTHER FRINGES	2,442,550	1,876,871	1,542,179	1,351,545	952,264	822,195	8,050,565	6,410,000
11.	OPERATING SUPPLIES AND EXPENSES	8,491,082	8,395,595	1,217,471	1,604,614	307,425	300,093	8,745,972	7,597,069
12.	GENERAL SUPPLIES AND EXPENSES	620,774	487,435	557,009	467,766	171,710	112,540	2,281,155	1,854,016
13.	OPERATING TAXES AND LICENSES	2,961,112	2,217,925	560,119	558,545	73,972	68,592	5,485,714	2,811,282
14.	INSURANCE	1,584,742	1,158,987	425,851	384,041	147,058	120,024	5,470,082	2,212,014
15.	COMMUNICATIONS AND UTILITIES	469,221	422,591	138,118	104,321	82,455	56,060	718,366	759,611
16.	DEPRECIATION AND AMORTIZATION	1,992,184	1,425,874	1,257,255	1,119,545	79,581	139,871	2,895,399	2,488,769
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	9,059,001	8,894,525	8,955	89,757	201,540	43,214	424,517	983,000
18.	BUILDING AND OFFICE EQUIPMENT RENTS	450,595	416,805	142,491	108,934	153,557	91,475	940,581	805,105
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(64,745)	(70,510)	1,754	(8,261)	1,334	(250)	(14,240)	(25,053)
20.	MISCELLANEOUS EXPENSES	31,031	11,582	88,175	74,071	507,146	281,650	800,901	850,761
21.	TOTAL NONCONSOLIDATED GUNDUN CARRIER OPERATING EXPENSES	37,448,284	30,780,209	10,460,569	10,756,451	5,291,185	4,850,466	58,541,241	47,130,158
22.	NET NONCONSOLIDATED GUNDUN CARRIER OPERATING INCOME	5,083,519	1,324,750	(555,440)	571,470	(2,529,064)	(795,340)	5,388,015	5,292,106
23.	NONCONSOLIDATED GUNDUN CARRIER OPERATING INCOME	-	-	-	-	-	-	-	-
24.	NET CARRIER OPERATING INCOME	5,085,519	1,324,750	(555,440)	571,470	(2,529,064)	(795,340)	5,388,015	5,292,106
25.	NET OTHER INCOME (DEDUCTIONS)	(466,711)	(492,955)	(37,920)	136,767	-	1,790	(228,874)	(510,256)
26.	INCOME BEFORE INCOME TAXES	2,618,808	831,777	(591,110)	508,257	(2,529,064)	(791,550)	3,159,141	2,975,870
27.	INCOME TAXES OR INCOME CREDIT	729,534	73,138	(237,021)	31,428	(1,151,992)	(568,113)	1,579,571	1,269,865
28.	INCOME	1,887,274	758,639	(355,445)	476,809	(1,377,072)	(927,457)	1,579,570	1,720,005
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	(7,945)	-	-	-	277,336	301,573
30.	NET INCOME (OR LOSS)	1,887,274	758,639	(341,900)	476,809	(1,377,072)	(927,457)	1,850,908	2,021,578
31.	OPERATING RATIO (LINE 21 / LINE 6)	92.5	95.9	105.1	96.7	141.1	114.7	94.5	93.5
32.	PRINCIPAL AREA		PACIFIC COAST		WESTERN STATES		WASHINGTON & SPOKANE		WESTERN STATES
33.	PRINCIPAL COMMODITY		BEER-WINE-FOODSTUFFS		MOTOR VEHICLES		PARCEL DELIVERY		MOTOR VEHICLES

*STATE OF WASHINGTON
OPERATIONS ONLY

REVENUES, EXPENSES AND STATISTICS
MISCELLANEOUS COMMODITY CARRIERS
TWELVE MONTHS ENDED DECEMBER 31, 1995 AND 1994
7 CARRIERS INCLUDED

		CC=10295 UNITED PARCEL SERVICE, INC		CC=21240 FARMCAST FURNITURE EXPRESS,,		CC=21818 EJA-CAL FREIGHT LINES, INC	
		THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR
	MISCELLANEOUS MOTOR CARRIER OPERATING INCOME						
	OPERATING:						
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	9,559,555,205	8,898,048,000	1,547,569	2,007,052	13,075,875	8,981,041
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	"	"	"	"	15,751,577	7,091,501
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	"	"	"	"	"	454
4.	INTERCITY INTRASTATE INCLUDED IN OTHER CLASS I & II CARRIERS	"	"	"	"	"	"
5.	OTHER OPERATING REVENUE	411,282	204,242	"	"	"	"
6.	TOTAL MISCELLANEOUS MOTOR CARRIER OPERATING REVENUE	9,559,812,488	8,898,505,108	1,547,569	2,007,052	29,809,152	16,045,882
	EXPENSES:						
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	658,520,050	551,199,828	45,019	48,659	1,014,219	769,098
8.	SALARIES AND WAGES	1,490,915,149	1,285,225,251	595,518	406,718	5,555,495	5,005,792
9.	MISCELLANEOUS PART TIME JOB	288,831,289	222,154,564	"	"	47,001	37,554
10.	OTHER PAYROLL	702,495,941	651,061,552	14,059	10,419	727,110	728,654
11.	OPERATING SUPPLIES AND EXPENSES	559,095,152	550,720,205	140,040	258,099	5,209,810	5,990,003
12.	GENERAL SUPPLIES AND EXPENSES	165,761,882	130,555,585	8,535	20,077	415,564	515,208
13.	OPERATING TAXES AND LICENSES	87,864,852	87,864,572	10,055	10,057	875,885	958,751
14.	INSURANCE	70,022,175	57,150,572	10,241	115,288	1,081,588	800,593
15.	COMMUNICATIONS AND UTILITIES	70,450,858	87,555,487	45,145	48,588	544,025	280,000
16.	DEPRECIATION AND AMORTIZATION	117,908,512	98,415,487	9,592	12,502	1,852,741	1,588,528
17.	PURCHASED EQUIPMENT RENTS & PURCHASED TRANSPORTATION	285,082,558	219,442,225	102,142	944,851	12,031,946	9,041,110
18.	BUILDING AND OFFICE EQUIPMENT RENTS	89,212,501	14,866,781	27,104	27,582	85,582	59,356
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	2,251,115	850,132	(2,500)	"	(851,715)	(771,551)
20.	MISCELLANEOUS EXPENSES	27,041,514	28,120,082	5,851	8,981	254,145	140,040
21.	TOTAL MISCELLANEOUS MOTOR CARRIER OPERATING EXPENSES	4,111,550,127	4,501,570,845	1,915,559	1,975,501	22,334,719	15,858,528
22.	NET MISCELLANEOUS MOTOR CARRIER OPERATING INCOME	585,250,501	550,720,403	(67,990)	55,451	1,752,451	585,558
23.	NONOPERATING MOTOR CARRIER OPERATING INCOME	"	"	"	"	"	"
24.	NET CARRIER OPERATING INCOME	585,250,501	550,720,405	(67,990)	55,451	1,752,454	585,558
25.	NET OTHER INCOME (DEDUCTIONS)	(27,101,411)	17,127,775	5,813	5,081	(114,003)	(849,420)
26.	JUDICIARY INCOME BEFORE INCOME TAXES	558,159,450	555,859,258	(58,177)	58,512	973,784	(254,882)
27.	INCOME TAXES ON JUDICIARY INCOME	288,907,965	256,935,808	"	"	42,781	(45,711)
28.	JUDICIARY INCOME	287,140,987	298,923,858	(58,177)	58,512	925,028	(209,171)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	"	"	"	"	"	"
30.	NET INCOME (OR LOSS)	287,140,987	298,923,858	(58,177)	58,512	925,028	(209,171)
31.	OPERATING RATIO (LINE 21 / LINE 6)	89.4	89.0	104.4	98.5	92.5	97.0
32.	PRINCIPAL AREA	NATIONWIDE		U.S.A. & MAY. PTS. STATES		EJA-CA & MAY. PTS. STATE	
33.	PRINCIPAL COMMODITY	PARCEL DELIVERY		FURNITURE & FIXTURES		FOODSTUFFS	